

# IDEA — A SUCCESSFUL INTERNATIONAL PARTNERSHIP IN EDUCATION

*Working Together to Serve the U.S. and European Professional Acquisition Workforce*

Richard Kwatnoski

During the second week of July 1995, International Defense Educational Arrangement (IDEA) member nations conducted their 7th annual IDEA Seminar for the first time ever in the United States. Hosted by the Defense Systems Management College at Fort Belvoir, Va., the Seminar was by all accounts the most successful one to date. Over 100 participants attended from 11 nations: United States, United Kingdom, Germany, France (four IDEA member nations); and Belgium, Canada, Denmark, the Netherlands, Portugal, Spain, and Australia.

## What is IDEA

The IDEA is an arrangement among equivalent defense acquisition educational institutions in the United States, United Kingdom, Germany, and France. Its purpose is to improve the economy, efficiency and effectiveness of international training and education for acquisition/procurement

*Mr. Kwatnoski is a Professor of Engineering Management and Director, International Acquisition Courses, DSMC.*

management by active cooperation among national defense educational institutions with similar goals.

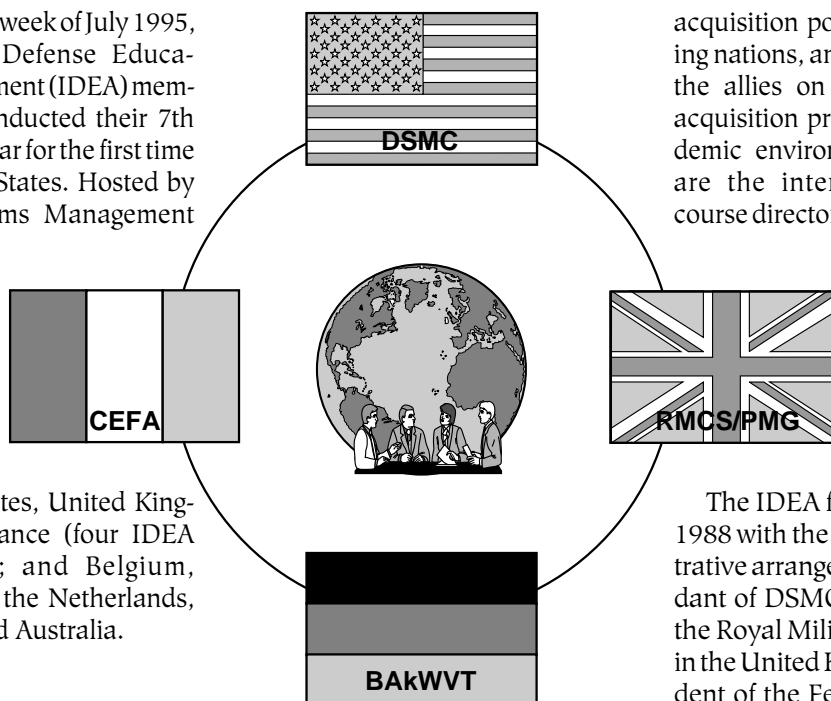
## What Does IDEA Do?

The principal product of IDEA is the annual seminar and the resultant proceedings. The seminar is held during the second week of July, usually at one of the participating institutions. This is a unique opportunity for U.S. and European acquisition personnel to be updated on the international

acquisition policies of the participating nations, and to work together with the allies on relevant international acquisition problems in a quasi-academic environment. The customers are the international acquisition course directors and their institutions, and the seminar participants and their sponsoring organizations.

## Who Initiated IDEA and When?

The IDEA formed in November of 1988 with the signing of the administrative arrangement by the Commandant of DSMC, the Commandant of the Royal Military College of Science in the United Kingdom, and the President of the Federal Academy of Defense Administration and Technology in Germany. The French accession letter was signed in July 1991 by their Delegate General for Armaments, the equivalent to the Under Secretary of Defense for Acquisition and Technology in the United States. France is represented by the Directeur of the Centre d'Enseignement et de Formation d'Arcueil.



Continued on page 52

# DSMC HOSTS 7TH ANNUAL IDEA

Over the last 7 years, the International Defense Educational Arrangement (IDEA) Seminar has proven its worth as an international educational partnership that works. Each year one of the four member nations — United States, United Kingdom, Germany, France — hosts this annual event. The goal of Seminar participants is to share international acquisition practices and cooperative programs. This year's Seminar, held at DSMC's main Fort Belvoir campus, drew participants from 11 different nations.

1. Ms. Sharon Boyd and Ms. Lisa Hicks, "IDEA Team" members, review in-processing procedures prior to arrival of Seminar participants.

2. DSMC Professor Richard Kwatnoski, IDEA Seminar Director, explains the U.S. international acquisition education program.

3. From left: Dr. Paul G. Kaminski, USD(A&T) greets Brigadier McBean, Deputy Commandant, Royal Military College of Science, United Kingdom, at IDEA Board of Directors luncheon.

4. The first National Presentation of the Seminar was offered by Mr. Alfred G. Volkman, Principal Director, International Armaments Cooperation, Office of the Secretary of Defense, on behalf of the United States.

2.



1.  
Photos by Ed Boyd



5.



5. The second National Presentation of the Seminar was given by Mr. Paul Kennedy, Counsellor, Defence Science and Equipment, British Embassy, on behalf of the United Kingdom.

6. Offering the fourth National Presentation of the Seminar, ICA Patrick Bellouard, Assistant Defense Cooperation Attache', Embassy of France, spoke on behalf of the nation of France.

# A SEMINAR - 10-14 JULY 1995



4.



7.

7. Ms. Susan Ludlow-MacMurray, General Counsel, Defense Security Assistance Agency, addresses legal aspects of international projects.



8.

8. Speaking on behalf of the nation of Germany, Ministerialrat Dr. Hartmut Rudloff, German Ministry of Defence, gave the third National Presentation of the Seminar.



3.



6.



9.

9. From left: Professor Peter Roller, FADA&T, Germany; Ministerialrat Dr. Hartmut Rudloff, German Ministry of Defence; and Seminar Director, DSMC Professor Richard Kwatnoski, greet arrivals on the first day of the IDEA Seminar.

### Keynote Speaker

Addressing the audience as the Keynote Speaker on 12 July 1995 in DSMC's Essayons Theater, Dr. Paul G. Kaminski, Under Secretary of Defense for Acquisition and Technology, expressed his strong commitment to international cooperation and collaboration between our respective acquisition communities. Discussing some of the difficulties expected with the current economic climate, Dr. Kaminski noted that U.S. investment accounts peaked in 1987 to \$160 billion U.S. dollars. This year, U.S. investment accounts are down to \$100 billion U.S. dollars, with procurement accounts down about two-thirds. "We are undergoing very significant restructuring and downsizing. We have bottomed out. We must put sanity back into our requirements processes."

### Educating the Professional Acquisition Workforce

Stressing the importance of educating the professional acquisition workforce, Dr. Kaminski said, "There is a training and education dimension to lasting institutional change as well — this is where many of you educators in the audience can make a strong contribution. I, and I believe I can safely speak for the other NADs [National Armaments Directors], am looking to you educators to better train our acquisition staffs and program management workforce to deal with the additional complexities associated with armaments cooperation and commercial practices."

"We need," he continued, "to educate the other executive departments and legislative branches of government within our respective countries as well. We will not be given the latitude and flexibility to implement the management principles and acquisition policies I spoke of earlier, unless we educate the democratic

institutions in our respective countries on the planning and stability needs of international cooperative programs."

Concluding his remarks, Dr. Kaminski discussed how the success of U.S. efforts to reform acquisition will directly or indirectly affect our allies: "This process of acquisition reform, in my opinion, is not going to work until we get buy-in at domestic and international working levels."

### Looking Ahead

The 8th Annual IDEA Seminar will be held at the Royal Military College of Science, Shrivenham, United Kingdom, 8-12 July 1996. For further information concerning next year's IDEA Seminar, contact the School of Program Management Division, Executive and International Department, DSMC:

Commercial: (703) 805-2549  
DSN: 655-2549  
Telefax: (703) 805-3175.

## DSMC Hosts Air Force/Air Force Association/ Industry Roundtable

On 11 August 1995, Air Force, Air Force Association (AFA), and Industry representatives gathered for a round-table discussion in DSMC's Howell Auditorium, Fort Belvoir, Va., to solicit Industry's feedback and input on the Air Force's Acquisition Reform Lightning Bolt Initiatives. This is part of a series of national round-tables sponsored by the AFA to provide Industry a vehicle to express their concern and support for the Lightning Bolt Initiatives.

Pictured from left: Mr. Chuck Durazo, National Director, Air Force Association; Lt. Gen. Charles E. Franklin, USAF, Commander, Electronic Systems Center; Mrs. Darleen Druyun, Acting Assistant Secretary of the Air Force (Acquisition); Mr. Tony Kausal, DSMC's Air Force Chair; and Mr. Tom McKee,



Photo by Richard Mattox

President, AFA's Aerospace Education Foundation. Future roundtables are scheduled for Los Angeles, Dallas, Boston, and Dayton.